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PUBLIC HEALTH COMMITTEE

March 20, 2013

RAISED BILL No. 6391 AAC THE PRACTICE OF ADVANCED PRACTICE REGISTERED NURSES.

Testimony of Janet Carlson IN SUPPORT OF RAISED BILL No. 6391

Senator Gerratana, Representative Johnson, and members of the Committee, I have worked in the pharmaceutical and healthcare arena for the past 25 years. I have had the great fortune to work with Advanced Practice Registered Nurses throughout my career. First, as a pharmaceutical sales representative, I saw the APRNs on the front line of women's care. The APRNs would take time to talk with me, utilized my samples appropriately and offered excellent care to patients.

I have run my own business for 19 years, creating programs to connect pharma to healthcare professionals. I have spoken on behalf of APRNs at conferences and created many programs to help them in their practices. I have worked extensively with APNPs to understand their unique positioning in the healthcare system and translate their needs to pharma companies so we could create programs to support their needs. Recognition by the pharma industry is growing in leaps and bounds, as they are recognized as being the frontrunners in patient care.

Just yesterday I was called by an entrepreneurial physician who wants to reach out specifically to APRNs with samples of an over the counter product for joint pain. He, along with most every other healthcare professional I know hold APRNs in the very highest regard.

On the personal side, my twins are patients of a pediatric practice that employs the most wonderful physician and an amazing APRN. My husband and I regularly request that our children see Rebecca, as she is incredibly knowledgeable, deftly and gently cares for our children and has a sense of humor that makes every visit a joy. Frankly, we feel as though Rebecca and the physician are interchangeable and feel comfortable with either as a care provider. At a recent visit to the practice with a sick child, Rebecca also noticed that I was coughing and identified that I had pneumonia and treated me alongside my child, who also had pneumonia, though less severe than I.

Any time I have the opportunity to choose an APRN for my own care or for a family member, I absolutely will. And I fully intend to continue to speak loudly on behalf of APRNs and create programs supporting them and their practices in my business.

Thank you for this opportunity to share my experiences, both personal and professional.

Janet Carlson

Managing Partner, One Eleven Group